



Utah District Office

Information for the Small Business Community

District Director – Stan Nakano

August 2008

U.S. Small Business Administration
Utah District Office
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Date of Newsletter: August 8, 2008
Volume # 1 Issue # 10

Save the Date:

More information can be obtained at
www.sba.gov/ut and select Events Calendar

August 4, 2008

Start Smart
St. George SBDC
225 S 700 ESLC, St. George, UT 84138
8:00 am till 10:00 am

August 5, 2008

Veterans Event
Utah Dept of Veteran Affairs, and PTAC
Red Lion Hotel
8 am till 1 pm.

August 7, 2008

Start Smart
SLCC Miller Campus 9750 s 300 W #206 Sandy
3:00PM till 5:00 PM

August 11, 2008

Start Smart
St. George SBDC
225 S 700 ESLC, St. George, UT 84138
8:00 am till 10:00 am

August 14, 2008

SCORE Workshop
160 North Main, Logan, Utah
6 pm till 9 pm

August 15, 2008

SCORE Workshop
160 North Main, Logan, Utah
6 pm till 9 pm

August 18, 2008

Start Smart
St. George SBDC
225 S 700 ESLC, St. George, UT 84138
8:00 am till 10:00 am

August 20, 2008

How To Start & Operate A New Business
Salt Lake County Bldg.,
2001 So State St, No Bldg, Rm 4010, Salt Lake
8:30 am till 4:30 pm

Federal Recycling Program  Printed on Recycled Paper

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

Department of the Interior's IG report on Government Contracting Consistent with SBA's Findings

WASHINGTON, DC — A new report issued by the Department of the Interior's Inspector General supports the U.S. Small Business Administration's findings that a miniscule percentage of contracts held by large businesses have been miscoded by contracting officers as having been awarded to small businesses. The report demonstrates that SBA's partnership with the Office of Federal Procurement Policy to clean contracting data is working and will improve contracting opportunities for small businesses.

"The main reasons that contracts to large businesses have been incorrectly coded as small business contracts relate to data entry mistakes, reliance on incorrect data, and a failure on the part of contracting officials to verify business size reported in Central Contract Registration," said DOI Inspector General Earl Devaney.

The report also found that of the \$1.6 billion in contracts reported by the DOI as having gone to small businesses in 2007, only \$1.03 million – or about 0.06 percent of the total – were miscoded as having gone to large businesses. In 2006, just 0.04 percent – \$563,300 – of the \$1.39 billion in contracts recorded as having gone to small businesses actually went to large companies.

"SBA applauds the Inspector General's useful report for its thoroughness and clarity on the issue of small business contracting," said Acting Administrator Jovita Carranza. "We also commend the Interior Department's efforts to ensure the integrity of small business contracting data and keeping miscoding to a minimum. This report is a useful roadmap in our ongoing efforts to identify and cure these technical issues. SBA looks forward to continuing its work with DOI on improving procurement opportunities for small businesses."

"It is also useful to note that the DOI office responsible for identifying waste, fraud and abuse reported none," Carranza said.

"The Department of the Interior is proud of its support of small businesses and remains committed to fostering small businesses," Deputy Secretary of the Interior Lynn Scarlett said. "Of the approximately \$1.6 billion Interior reported as awarded to small businesses in fiscal year 2007, approximately \$1.03 million, or 0.06 percent, was actually awarded to large businesses. The discrepancy appears to have been the result of incorrect coding, data entry mistakes or insufficient verification of the business size. We are working to correct these issues."

Since 2006 SBA has initiated reforms that have significantly reduced the large company/small business contracting issue. Those reforms include:

- **Clean Data** – SBA, in conjunction with the Office of Federal Procurement Policy, ordered the federal contracting database scrubbed last year to bring much greater integrity to the data. This removed \$4.6 billion from the contract database.
http://www.sba.gov/idc/groups/public/documents/sba_homepage/news_06-61.pdf
- **Recertification** – SBA tightened the definition of small business in the federal database. We estimate an additional \$5 billion-\$10 billion will be removed this year and that with these steps, the quality of data will increase measurably over time.
http://www.sba.gov/idc/groups/public/documents/sba_homepage/serv_monnews_0740.pdf

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Save the Date:

August 21, 2008

Small Business Employer Tax Workshop

SLCC Miller Campus

9750 s 300 W #203 Sandy

8:00 AM till 4:30 PM

August 22, 2008

Start Smart

SLCC Miller Campus 9750 s 300 W #206 Sandy

3:00 PM till 5:00 PM

August 25, 2008

Start Smart

St. George SBDC, 225 S 700 E, St George

8:00 AM till 10:00 AM

August 26, 2008

8(a) Program Workshop

Federal Building, 125 So State St, Room 2222, Salt

Lake City

10:00 AM till 11:30 AM

September 1, 2008

Start Smart

St. George SBDC, 225 S 700 E, St George

8:00 AM till 10:00 AM

September 2, 2008

Human Resources

Cache Business Resource Center

1400 N 1000 W, Logan

6:30 PM till 8:30 PM

September 3, 2008

Internet Marketing

SLCC, Miller Campus,

9750 S 300 W, Sandy

6:00 PM till 9:00 PM

September 4, 2008

Start Smart

SLCC Miller Campus

9750 s 300 W #206 Sandy

3:00 PM till 5:00 PM

Human Resources

Cache Business Resource Center

1400 N 1000 W, Logan

6:30 PM till 8:30 PM

September 6, 2008

Business Fair @ the City Library

Salt Lake City Public Library,

400 South State, Salt Lake City

1:00 PM till 5:00 PM

September 8, 2008

Start Smart

St. George SBDC, 225 S 700 E, St George

8:00 AM till 10:00 AM

September 10, 2008

Choosing A Business Entity

SLCC Miller Campus

9750 s 300 W #203 Sandy

8:30 AM till 11:00 AM

Startup Princess - Women Entrepreneur Group

Orem SBDC, UVSC, Orem, Utah

10:30 AM till 1:00 PM

Internet Marketing

SLCC, Miller Campus,

9750 S 300 W, Sandy

6:00 PM till 9:00 PM

Federal Recycling Program



Printed on Recycled Paper

Department of the Interior's IG report on Government Contracting Consistent with SBA's Findings

- Scorecard – Last year we inaugurated an important tool to hold agencies publicly accountable for their small business contracting achievements. This public scrutiny has greatly improved SBA's ability to improve small business contracting. http://www.sba.gov/idc/groups/public/documents/sba_homepage/sba_news_07-51.pdf
- Public data – As mentioned, the data on all contracts has long been open to the public. However, new Web resources such as usaspending.gov further improve the public's visibility into the matter. Additionally, SBA provides a snapshot of the small business data annually through its Goaling Report. http://www.sba.gov/idc/groups/public/documents/sba_homepage/sba_news_07-51.pdf
- The Office of Federal Procurement Policy Administrator Paul Denett issued guidance to the federal agencies acquisition community requiring that they establish and document procedures for validation and verification of contracting data contained in the Federal Procurement Data System-Next Generation, and that they attest to the data each year.

SBA, in partnership with federal agencies, has taken great strides to improve federal contracting information data through data cleaning, regulations, and increased transparency and accountability. These measures taken collectively will encourage agencies to provide more, genuine opportunities to small firms.

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Installation Acquisition Transformation Affects Hill AFB

The SBA Procurement Contract Representative, Brent Owens and representatives from Hill Air Base Small Business Office and Contracting Divisions informed an audience of 60 small businesses of future construction opportunities at Hill Air Force Base on August 17, 2008.

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SBA Office of Capital Access & Office of Financial Assistance Visit Utah District Office



(Pictured Eric Zarnikow, Gail Hepler & Stan Nakano)

One of SBA's initiatives is to update existing Standard Operating Procedure (SOP) eliminating outdated information with concise succinct guidance for lenders and SBA personnel. As part of the SOP 50 10 modernization project, Eric Zarnikow, Associate Administrator, Office of Capital Access and Gail Hepler, Chief, Office of Financial Assistance visited Utah on July 16th and held two round table discussions with training on SOP 50-10 for Utah lenders and credit unions. Even though Utah is rated second in the country for SBA express loans, and fifth in the country in total SBA lending, loan volume has dropped on a national level compared to 2007. SBA will continue to strive to work with lenders and improve SBA programs and services to better meet the needs of the small business lending community.

Faith Based and Community Initiative Job Fair



(Pictured: A visitor, Georgia Yoshida & Suzan Yoshimura)

On July 16, 2008 the Utah District Office participated in a Faith Based and Community Initiative job fair that targeted veterans and residence in Davis, Weber, Box Elder and Cache Counties. The State of Utah Department of Workforce Services, Church of Jesus Christ of Latter-Day Saints and the Davis Conference Center sponsored the event. The career fair began three years ago, with now more than 800 attendees a larger facility was needed. The fair was designed to provide opportunities for businesses, community and government organizations to meet qualified applicants and to reach out to the local military veterans informing them of other programs and services that they could take advantage of.

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Installation Acquisition Transformation Affects Hill AFB, UT – Continued-

An interesting point made by Hill AFB was the regionalization of acquisition transfers to five centers nationwide. Hill AFB responsibilities will be transferred to Peterson Air Force Base in Colorado.

This initiative, approved by the Secretary of the Air Force in August 2007, drives a fundamental organizational structure change which (1) transfers acquisition management and oversight to Air Force Materiel Command (AFMC), Wright-Patterson AFB, Ohio; (2) geographically re-aligns CONUS contracting activity into five Installation Acquisition Groups; and (3) significantly reduces the size and scope of installation contracting squadrons. Full implementation is scheduled for fiscal year 2012.

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SBA Introduces Two New Online Finance Courses for Small Business Owners

WASHINGTON — The U.S. Small Business Administration has introduced two new free online finance courses to help small business owners with the basic principles of finance and borrowing.

The new self-paced courses, Finance Primer: Guide to SBA's Loan Guaranty Programs at <http://app1.sba.gov/sbtn/registration/index.cfm?CourseId=29> and How to Prepare a Loan Package at <http://app1.sba.gov/sbtn/registration/index.cfm?CourseId=28>, walk business owners through steps that answer questions about what debt financing is, what loan programs are available, what small businesses should know about borrowing money, how to prepare a loan package and how loan requests are reviewed by lenders.

The Finance Primer gives an overview of the SBA's loan guaranty programs to help small businesses understand the variety of financial resources, including those from the SBA. The finance courses can help entrepreneurs avoid some of the common mistakes made such as securing the wrong type of financing, miscalculating the amount of financing required, and underestimating the cost of borrowing money.

The Loan Package course includes small business links to related information, and refers course participants for direct support in preparing a loan request to appropriate resources that include SBA's district offices, SBA resource partners and lenders

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SBA Introduces Two New Online Finance Courses for Small Business Owners – Continued-

The new finance courses have been added to a menu of more than 26 online tutorials offered by the SBA. On a typical day, 800 to 2,000 customers register for free online courses offered by the SBA through its virtual training campus at the Small Business Training Network (SBTN) (www.sba.gov/training).

8(a) SDB is going Electronic!!!

The Small Business Administration (SBA) is delighted to inform you that on July 28, 2008, our Office of Business Development will launch a newly developed Business Development Management Information System (BDMIS). BDMIS is a comprehensive web-based system containing the following components:

- ❖ Electronic 8(a)/SDB Certification Application (e-Application)
- ❖ Electronic 8(a) Annual Review (e-Annual Review)
- ❖ Back Office Business Processes

The SBA's 8(a) Business Development (BD) Program provides various forms of business development assistance aimed at fostering your competitive viability in the American economy.

Cache Business Resource Center Opening

The Cache Business Resource Center (CBRC) has now opened its doors in the Bridgerland Applied Technology College West Campus. The CBRC will be a one-stop shop system of support where emerging and established businesses can experience a collaborative environment of training, counseling, state-of-the-art operating space, conference and training rooms, and relevant resource information from both government and private providers. Incubator services, both on-site and virtual, will include educational programs and technical assistance for both owner and employees.

The Cache Business Resource Center is a partnership of Cache Chamber of Commerce, Bridgerland Applied Technology College, Bear River Association of Governments, Utah State University's Extension/Cooperative Education, Innovation Campus, and Small Business Development Center, the Jon M. Huntsman School of Business, Western Rural Development Center (WRDC,) Utah Department of Workforce Services, Utah Non-Profit Association, Manufacturers' Extension Partnership (MEP,) and SCORE®.

The CBRC will provide the coordination of education, training, business planning, mentoring, and other business resources for all stages of the business cycle

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Cache Business Resource Center Opening - Continued

The center's hours are
Monday – Thursday, 9:00 a.m. – 3:00 p.m.
1400 North 1000 West, Logan,
Rooms 1901-1905
Phone: 435-213-8713. www.cachebrc.com

Employee Spotlight - Suzan Yoshimura



Before coming to the Utah District Office, Suzan Yoshimura worked for the VA Medical Center in the Director's Office of Planning and Personnel.

After making the switch to the Small Business Administration (SBA), she became aware of the effect SBA has on Utah businesses. She stated, before coming to the SBA she was not aware of the agency or its mission. In 2007 SBA and its resource partners assisted 17,500 small businesses through the loan program, 8(A) contracts, counseling and training. If you multiply that figure over the past 10-20 years, it is astounding how many individuals and businesses SBA has assisted.

Suzan has worked in just about all of the SBA program areas, litigation, liquidation, loan processing, Women Business Ownership, business development, youth and faith based and community initiatives. She is currently in transition gearing up to take on new responsibilities in procurement effective January, 2009, when Linda Glines retires from federal service.

The one thing that has contributed to her 23 year tenure with SBA is the variety of programs and services offered by SBA that continuously allows her the ability to evolve becoming skilled in various programs. Her favorite position at SBA was managing the Business Information Center (BIC). That was the most challenging, and stimulating job she has held. The BIC was a replication of owning and operating a business. The first hand experience she gained from this position was enlivening. Suzan is looking forward to working with SBA's 8(A) firms and helping them through the business development stage. She enjoys working with the public and attributes her success in the program areas to her co-workers, and small business resource contacts. Although she loves her job, don't plan on her being around for another 23 years. She enjoys time away from the office playing golf with her friends. Two things she still wants to accomplish are attend a week long golf school and rappel down a crevice in the Canadian glaciers.

LENDER	July Loan Numbers	July Total Dollars	YTD Loan Numbers	YTD Dollars
AMERICA FIRST FCU	9	\$260,000	137	\$3,912,700
AMERICA WEST BANK	7	\$2,353,300	24	\$11,233,300
AMERICAN BANK OF COMMERCE D/B/A AMBANK	0	0	2	\$178,300
AMERICANWEST BANK	0	0	25	\$4,442,500
BANCO POPULAR NORTH AMERICA	4	\$1,793,200	41	\$18,304,800
BANK OF AMERICA, NATIONAL ASSOCIATION	0	0	1	\$10,000
BANK OF AMERICAN FORK	1	\$200,000	14	\$4,033,500
BANK OF UTAH	1	\$1,400,000	18	\$8,743,100
BARNES BANKING COMPANY	0	0	2	\$459,500
BEEHIVE CU	4	\$165,300	39	\$1,363,200
BRIGHTON BANK	0	0	2	\$179,000
CACHE VALLEY BANK	0	0	1	\$350,000
CAPITAL COMMUNITY BANK	1	\$240,000	3	\$380,000
CAPITAL ONE BANK (USA), NATIONAL ASSOCIATION	0	0	19	\$845,000
CAPITAL ONE, NATIONAL ASSOCIATION	0	0	7	\$500,000
CELTIC BANK CORPORATION	2	\$1,000,000	38	\$18,079,000
CENTRAL BANK	3	\$352,800	19	\$2,362,800
CIT SMALL BUSINESS LENDING CORPORATION	0	0	6	\$4,522,000
COMERICA BANK	0	0	1	\$150,000
COMPASS BANK	2	\$1,202,000	3	\$1,742,000
CONTINENTAL BANK	0	0	1	\$150,000
CYPRUS FCU	1	\$50,000	5	\$502,100
DESERET FIRST FCU	6	\$170,000	46	\$1,919,600
FIRST COMMUNITY BANK	0	0	1	\$320,000
FIRST UTAH BANK	1	\$150,000	16	\$1,200,000
FRONTIER BANK, FSB	0	0	2	\$250,000
GOLDENWEST FCU	3	\$50,000	42	\$1,100,000
GRANITE FCU	2	\$55,000	10	\$469,600
HERITAGEWEST FCU	1	\$30,000	16	\$811,700
HORIZON UTAH FCU D/B/A HORIZON CU	0	0	2	\$153,000
INNOVATIVE BANK	0	0	2	\$75,000
IRWIN UNION BANK AND TRUST COMPANY	1	\$700,000	6	\$2,685,700
JORDAN FCU	3	\$ 65,000	20	\$578,000
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	5	\$529,800	118	\$6,216,600
KEYBANK NATIONAL ASSOCIATION	3	\$535,000	25	\$3,300,800
LEHMAN BROTHERS BANK, FSB	1	\$245,700	4	\$1,706,600
MOUNTAIN AMERICA FCU	60	\$2,601,300	650	\$23,379,500
MOUNTAIN WEST BANK	0	0	8	\$1,085,500
MOUNTAIN WEST SMALL BUSINESS FINANCE	12	\$ 5,356,000	155	\$77,603,000
NEVADA STATE BANK	0	0	1	\$50,000
PNC BANK, NATIONAL ASSOCIATION	0	0	1	\$284,000
PRIME ALLIANCE BANK	1	\$791,400	1	\$791,400
SAEHAN BANK	0	0	1	\$600,000
SILVER STATE BANK	0	0	2	\$272,500
SOUTHWEST COMMUNITY FCU	0	0	16	\$786,500
STATE BANK OF SOUTHERN UTAH	1	\$1,690,300	16	\$3,434,000
SUNFIRST BANK	0	0	1	\$160,000
SUPERIOR FINANCIAL GROUP, LLC	0	0	2	\$20,000
TEMECULA VALLEY BANK	0	0	3	\$6,000,000
THE FIRST NATIONAL BANK OF LAYTON	0	0	8	\$1,799,000
THE HUNTINGTON NATIONAL BANK	0	0	1	\$837,000
THE VILLAGE BANK	0	0	2	\$585,000

LENDER	July Loan Numbers	July Total Dollars	YTD Loan Numbers	YTD Dollars
U.S. BANK NATIONAL ASSOCIATION	3	\$1,336,300	46	\$9,286,200
UNITED MIDWEST SAVINGS BANK	1	\$42,000	1	\$42,000
UNITED WESTERN BANK	0	0	1	\$1,740,000
UPS CAPITAL BUSINESS CREDIT	0	0	1	\$817,000
USU CHARTER FCU	0	0	1	\$150,000
UTAH CERTIFIED DEVELOPMENT COMPANY	8	\$3,907,000	67	\$30,307,000
UTAH COMMUNITY FEDERAL CREDIT UNION	1	\$65,000	1	\$65,000
UTAH FIRST FCU	1	\$50,000	4	\$230,000
WACHOVIA SBA LENDING, INC.	0	0	4	\$2,905,500
WASHINGTON MUTUAL BANK	0	0	12	\$389,500
WEBBANK	0	0	25	\$7,940,500
WELLS FARGO BANK, NATIONAL ASSOCIATION	3	\$ 830,000	51	\$7,327,100
ZIONS FIRST NATIONAL BANK	87	\$5,815,400	651	\$52,065,300
TOTALS	239	\$34,031,800	2451	\$334,181,900

For Questions Regarding Loan Numbers in this report please contact Pat Fewkes at (801) 524-3218 or email: patricia.fewkes@sba.gov.